

## Message Text

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PAGE 01 STOCKH 06398 190748Z

13-12

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W  
----- 095232

R 190445Z DEC 75

FM AMEMBASSY STOCKHOLM

TO USDOC WASHDC

INFO SECSTATE WASHDC 6397

UNCLAS STOCKHOLM 6398

FOR: BIC/OIM:TRAFTON

E.O. 11652: N/A

TAGS: BEXP, SW

SUBJECT: COMMERCIAL PROGRAM: PRINTING & GRAPHIC ARTS

EXHIBITION, MARCH 16-19, 1976

1. PROCUREMENT STATUS OF SUBJECT SHOW AS SEEN FROM HERE IS AS FOLLOWS: PA'S RECEIVED BY OIM FOR FOLLOWING 9 PARTICIPANTS: B.W. DARRAH; MERGENTHALER; MOHR ENTERPRISES; NUARC; PAKO; ZIPATONE; OVERLY; DIRECT IMAGE; DYMO GRAPHIC SYSTEM.
  2. STC COUNTS FOLLOWING VERBALS THIS END IN ADDITION TO VERBALS IN OIM WEEKLY REPORT WEEKENDING DECEMBER 5:-
    - A) ADDRESSOGRAPH-MULTIGRAPH AB (DECISION RESTS ENTIRELY ON BUDGET QUESTION);
    - B) J.W. HEMLINS AB FOR COMPUGRAPHIC CORP. (STC INFORMED AGENT NTM FEE APPLIES AS PER TELECON VIGNEAULT/EARLE DECEMBER 15);
    - C) AB VILHELM JOHNSEN;
    - D) AB F. WAGNER (STC BELIEVES WAGNER REPRESENTS OIM VERBALS COMPUSCAN AND AUTOMATIX KEYBOARDS).
  3. OIM VERBALS IN CITED WEEKLY REPORT PLUS STC VERBALS PARAGRAPH 2 ABOVE TOTAL 23.
  4. STC FOLLOWING UP WITH FOLLOWING MOST INTERESTED PROSPECTS:
    - A) GREGG ENGINEERING U.K.
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- B) STEN DAHLANDER AB (GENERAL BINDING CORP.)

C) AB DATA BUSINESS (UNITED STATES TABULATING  
BINDER CORP.)  
D) GAF SVENSKA AB.  
E) GUMMALEUS TRADING AB (KING PRESS & ALPHATYPE),  
F) ILA TRADING AB (NYGREN-DAHLY CO.);  
G) OCE-INGUT AB (SCOTT GRAPHICS INC);  
H) AB MADAX;  
I) ROBERT MATTON & CO;  
J) MELKRON INTLM SWEDEN AB (COLUMBIA RIBBON &  
CARBON & MACGREGOR & WERNER INC);  
K) AB TEDECO (DAVIDSON DIV. WHITE CONSOLIDATED INDUSTRIES);  
L) AB TOBECKS GRAFISKA (VARN CHEMICALS & RICHARDSON CO.)  
M) WASBERGER CO. AB (HAMILTON TOOL CO.)  
N) CLAES ZEHTRAEUS AB (JOANNA WESTERN MILLS CO.)

5. A SIMILAR LIST OF LESS RESPONSIVE PROSPECTS WILL ALSO BE  
CHECKED OUT.

6. OIM PLEASE CONTACT CONSOLIDATED INT'L. CORP., 4501  
S. WESTERN BOULEVARD, CHICAGO, ILLINOIS 60609, TEL.  
(312) 376-5600, PRESIDENT BEN SUGARMAN, AND ASCERTAIN  
FEE-PAYING WILLINGNESS. AGENT ERIK PICHLER AB (AGENCY  
OBTAINED AT STC 1973 PRINTEX SHOW) HAS INFORMED PRINCIPAL  
HE WILL EXHIBIT IF THEY PAY FEE.  
STRAUSZ-HUPE

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 19 DEC 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
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**Review Date:** 11 JUN 2003  
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**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** COMMERCIAL PROGRAM: PRINTING & GRAPHIC ARTS EXHIBITION, MARCH 16-19, 1976  
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**To:** COM  
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